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Subject Bibliography

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HOW TO SELL TO GOVERNMENT AGENCIES

Air Force and the Great Engine War. *Studies the processes involved in multimillion dollar defense contracting, focusing on the 'war' for the F100 jet engine and related contracts. Pratt and Whitney and General Electric were the major contenders for the contract.* 1987. 195 p.; ill.
D 5.402:En 3
S/N 008-020-01094-4 $4.50

Army Federal Acquisition Regulations Supplement. *April 1, 1988. Subscription service consists of a basic manual and changes for an indeterminate period. In looseleaf form, punched for 3-ring binder. The Federal Acquisition Regulations is the primary regulations for acquisition of supplies for Federal agencies. It should be issued along with the DoD FAR Supplement and the Army FAR Supplement for Army acquisitions. Subscription price: Domestic - $100.00; Foreign - $125.00. (AFARS) (File Code 1A)*
S/N 908-020-00000-6

Cataloging Handbook H4/H8:

Commercial and Government Entity (CAGE) Sections A and B. *(Bimonthly.) Section A contains United States and Canada Manufacturers/Non-Manufacturers, Name to Code, H4-1 and H8-1 Handbook Consolidation; Section B contains CAGE Code to United States and Canada Manufacturers/Non-Manufacturers names, H4-2/H8-2 Handbook Consolidation. Issued in Microfiche Only (48X). Subscription price: Domestic - $65.00 a year; Foreign - $81.25 a year. Single copy price: Domestic - $12.00 a copy; Foreign - $15.00 a copy. (CAGAB) (File Code 2N)*
S/N 708-070-00000-9

Nato Supply Code for Manufacturers (Excluding United States and Canada) Sections C and D. *(Bimonthly.) Section C contains NATO Manufacturers Name to NATO CAGE Code; Section D contains the NATO CAGE Code to NATO Manufacturers Name. Issued in Microfiche Only (48X). Subscription price: Domestic - $10.00 a year; Foreign - $12.50 a year. Single copy price: Domestic - $2.00 a copy; Foreign - $2.50 a copy. (CAGCD) (File Code 2N)*
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C 1.76:
S/N 703-013-00000-7

Commercial Activities Inventory Report and Five Year Review Schedule, Fiscal Year 1988-1989: 431 p.
D 1.64:988
S/N 008-000-00520-6 $21.00

Companies Participating in the Department of Defense Subcontracting Program. *(Quarterly.) This report summarizes information submitted by DoD prime contractors required to submit reports on subcontracting to small and small disadvantaged businesses. Subscription price: Domestic - $15.00 a year; Foreign - $18.75 a year. Single copy price: Domestic - $1.25 a copy; Foreign - $5.31 a copy. (CPSP) (File Code 2R)*
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DoD FAR Supplement, 1988. *Subscription service consists of a basic manual and changes for an indeterminate period. In looseleaf form, punched for 3-ring binder. This Department of Defense supplement to the Federal Acquisition Regulation contains guidelines on the provisions, clauses, and cost principles authorized for DoD contracts, as well as the procedures and actions necessary for awarding and administering the contracts. Subscription price: Domestic - $102.00; Foreign - $127.50. (DFARS) (File Code 1A)*
D 1.6:
S/N 908-011-00000-7

DoD Federal Acquisition Regulation, Supplement 6. *This is a sinlge sales item which will not be part of the GPO subscription service which has a similar title.* 1988: 38 p.; looseleaf.
S/N 008-000-00513-3 $2.50

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Glossary, Defense Acquisition Acronyms and Terms *Contains most acronyms, abbreviations, and terms commonly used in the weapon systems acquisition process within the Department of Defense and industry. Focuses on those with generic applications and those principal service-unique ones with which persons outside the service might deal and thus require reference.* 1987: 127 p.
D 1.2:G 51/2
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Government Paper Specification Standards, Number 9 *December 1981. Subscription service consists of a basic manual and supplementary material for an indeterminate period. In looseleaf form, punched for 3-ring binder. For use in the procurement of paper stock for printing, these standards should be of value and interest to paper manufacturers, printing establishments, and others concerned with paper standards. It contains detailed standard specifications, standards to be used in testing, and definitive color standards for all mimeograph, duplicator, writing, manifold, bond ledger, and index papers. Subscription price: Domestic - $22.00; Foreign - $27.50. (GPS) (File Code 1X)*
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S/N 952-001-00000-1

Guide for Indirect Cost Rate Determination: Cost Principles and Procedures for Establishing Indirect Cost Rates Applicable to Grants and Contracts With Nonprofit Organizations *Meant to assist nonprofit organizations in understanding how indirect cost rate proposals should be prepared to meet the requirements of the Department of Labor. Indirect cost rate proposals are required when a nonprofit organization has more than one source of funding and the nonprofit organization elects to recover indirect costs as well as the direct costs it incures to fulfull grant or contract plans.* 1988: 127 p.
S/N 029-014-00241-1 **$6.00**

Guide to Doing Business With the Department of State, March 1989 1989: 48 p. revised ed.
S 1.40/2:B 96/989
S/N 044-000-02246-0 **$2.00**

Guide to the Preparation of Offers for Selling to the Military *Provides contractors with information on how to prepare bids and proposals for DoD supply and service contracts under $25,000.00. Invitations for Bids (IFBs) and Requests for Proposals (RFPs) are discussed in detail. Tips on marketing for the smaller contractor are also discussed. Various DoD solicitation forms are included in the annex section.* 1985: 133 p.
D 1.6/2:Se 4
S/N 008-000-00434-0 **$4.75**

How to Buy Surplus Personal Property From the United States Department of Defense: January 1986 *Provides practical information on the purchasing of personal property from the Department of Defense.* 1988: 47 p.; ill., form.
D 7.2:P 94/4/986
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How to Sell to the United States Department of Commerce *Discusses the functions and missions of the Department of Commerce, procurement, what it buys, and how it buys.* 1988: 16 p.
C 1.2:Se 4/2/988
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Information Systems Security Products and Services Catalogue *(Quarterly.) Includes information formerly available in the United States Government's Preferred Products List. Subscription price: Domestic - $34.00 a year. Single copy price: Domestic - $15.00 a copy. Foreign orders not accepted for subscription service or single copy sales. (ISPSC) (File Code 2R)*
S/N 708-076-00000-7

Military Applications of Modeling *Topics covered include the principles of military modeling, general purpose force models, strategic nuclear force models, and logistics and cost systems. Models pertaining to naval operations are not discussed.* 1984: 568 p.; ill. Clothbound
D 301.2:M 72
S/N 008-070-00512-3 **$18.00**

NASA Commercial Programs: A Progress Report, 1988 *Discusses the expanding commercial development of space by the private sector, with cooperation from NASA.* 1988: 24 p.; ill.
NAS 1.2:P 94/6
S/N 033-000-01032-0 **$2.75**

NASA FAR Supplement *June 1989. Subscription service consists of a basic manual and changes for an indeterminate period. In looseleaf form, punched for 3-ring binder. Contains NASA's uniform policies and procedures for procuring supplies and services defined in the Federal Acquisition Regulations. Subscription price: Domestic - $86.00; Foreign - $107.50. (NFARS) (File Code 1A)*
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Prime Contract Awards by State *(Semiannually.) Reports on a variety of DoD military and civil functions procurements by principal State of performance, with the net value and percent distribution of the awards. Subscription price: Domestic - $5.00 a year; Foreign - $6.25 a year. Single copy price: Domestic - $2.75 a copy; Foreign - $3.44 a copy. (PCABS) (File Code 2S)* D 1.57/6:	S/N 708-065-00000-5	
RDT&E (Research, Development, Test and Evaluation) Acquisition Management Guide. 1989. 368 p.	S/N 008-040-00197-1	$18.00
Service Contract Wage Determinations Manual of Operations. *Describes how to analyze and use data on wages and fringe benefits when developing and issuing service contract wage determinations.* 1988. 558 p.; ill. looseleaf. L 36.208:Se 6/2	S/N 029-016-00107-7	$31.00
Small Business Specialists: To Assist Small Business, Small Disadvantaged Business, Women-Owned Small Business, and Labor Surplus Area Business Firms. 1988. 76 p. D 1.2:Sm 1/3/988	S/N 008-000-00511-7	$3.75
Small Business Subcontracting Directory. *Intended for small and disadvantaged businesses seeking subcontracting opportunities with Department of Defense prime contractors. Arranged alphabetically by State. Each entry includes the name and address of a DoD prime contractor, the name and address of the small business liaison officer, and the product or service being provided to the Department of Defense.* 1988. 142 p.	S/N 008-040-00195-4	$7.00
Source Evaluation Board Handbook. *Prepared especially for NASA staff, this publication may also be used by potential NASA contractors who want to understand NASA's source selection policies. The information in this handbook is a 'verbatim version' of Code of Federal Regulations, Title 48, Part 1870.303, Section 18-70.303, Appendix 1, the NASA Federal Acquisition Regulation Supplement.* 1988. 83 p.; looseleaf.	S/N 033-000-01030-3	$4.25
Transportation Acquisition Regulation, Effective September 9, 1988. 1988. 299 p.; looseleaf.	S/N 050-000-00525-9	$15.00
United States Government Purchasing and Sales Directory. *This publication is a major aid for the small business that wants to sell to the Federal Government or buy property being sold by the Government, and includes information on how the Small Business Administration can help a business obtain Government prime contracts and subcontracts; data on Government sales of surplus property; and comprehensive descriptions of the scope of the Government market for research and development.* 1984. 199 p. SBA 1.13/3:984	S/N 045-000-00226-8	$5.50
Women Business Owners: Selling to the Federal Government. *Designed to help women business owners become more successful by providing them with information about marketing their goods and services to the Federal Government. Includes information on how the government buys, and copies of forms needed to sell to the government.* 1987. 74 p.; ill. SBA 1.2:W 84/4/987	S/N 045-000-00247-1	$3.75

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